

## Message Text

UNCLASSIFIED

PAGE 01 GOTEBO 00143 081039Z  
ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W  
-----081041Z 112588 /14

R 080911Z JUN 77  
FM AMCONSUL GOTEBO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0253  
AMEMBASSY BRUSSELS  
AMEMBASSY LONDON  
AMEMBASSY STOCKHOLM UNN

UNCLAS GOTEBO 0143

E.O. 11652: N/A  
TAGS: BTIO, SW  
SUBJ: PRIVATE TRADE OPPORTUNITY

1. 401/02/P0094
2. 060777
3. JPOWENS
4. 401 SWEDEN
5. AI
- 6A. REPLY TO --
- 6B. BENNY LERULF, MANAGING DIRECTOR
- 6C. AWL SCANDINAVIA AB  
BOX 31014  
S-200 49 MALMO, SWEDEN
7. CABLE --; TELEX 32415; TEL 040/807 20
8. --
9. 114. 9A. EXCLUSIVE AGENCIES SWEDEN
10. DESCRIPTION

2869331-0000 RUBBER-PROCESSING CHEMICALS  
2869351-0000 PLASTICIZERS  
28914XX-0000 SYNTHETIC AND RUBBER ADHESIVES, INCLUDING  
BONDING AND LAMINATING ADHESIVES

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2895011-0000 CARBON BLACK  
2899573-0000 ) WATER-TREATING COMPOUNDS  
2899577-0000 )  
2899579-0000 )

RECENTLY ESTABLISHED BUSINESS. THE TWO PARTNERS, BENNY LERULF  
AND OLLE WESTERLUND HAVE 11 AND 14 YEARS EXPERIENCE OF INTER-

NATIONAL MARKETING OF CHEMICALS, RESPECTIVELY, FOR CONSIDERABLE TIME IN EXECUTIVE POSITIONS. COMPANY HOLDS SEVERAL IMPORTANT US AGENCIES. GOOD CONTACTS ARE REPORTED WITH THE PULP AND PAPER; PAINT AND VARNISH; PLASTICS; RUBBER; AND PETROCHEMICAL INDUSTRIES. CALCULATED SALES FIRST YEAR 4.5 MILLION KR AND DOUBLED SALES FOLLOWING YEAR. RELIABLE LOCAL SOURCE SPEAKS HIGHLY OF THEM. THE CAN COUNT ON THEIR BANKER'S SUPPORT. HE DESCRIBES THEM AS DILIGENT, CAPABLE AND ENERGETIC BUSINESSMEN. TRADE CONTACTS RECOMMENDED.

BENNY WILL VISIT US EAST COAST JULY 13-27, 1977. REPORTED SEPERATELY FBP.  
OWENS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 2237062  
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**Status:** NATIVE  
**Subject:** PRIVATE TRADE OPPORTUNITY  
**TAGS:** BTIO, SW  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/60093a83-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
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EO Systematic Review  
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